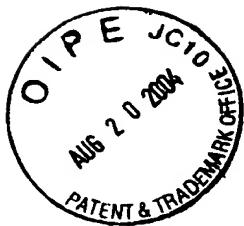


IN THE DRAWINGS

Applicant respectfully requests approval of the following drawing changes. Specifically, Figure 4 has been amended to change “RPS” to “PRS”. Figure 7 has been amended to delete GE IndSys, “.indsys.ge.com/”, GE Industrial Systems, “@indsys.ge.com”, and an icon following the Edit icon. Figures 8, 16, 17, 18, and 20 have been amended to change “GE Home” to C Home and “IndSys Home” to B Home. Figure 19 has been amended to delete GE and GE Industrial Systems, and change “Gagnon, John D” to “Gagnon”. Figure 21 has been amended to change “Distributor Performance for” to “Distributor Performance”, to delete numbers located on the graphs, and to delete the date and time of generation of the dashboard. Applicant submits replacement drawing sheets incorporating the changes to Figures 4, 7, 8, 16, 17, 18, 19, 20, and 21. Also submitted herewith are annotated Figures 4, 7, 8, 16, 17, 18, 19, 20, and 21, reflecting the requested changes in red ink. No new matter has been added.



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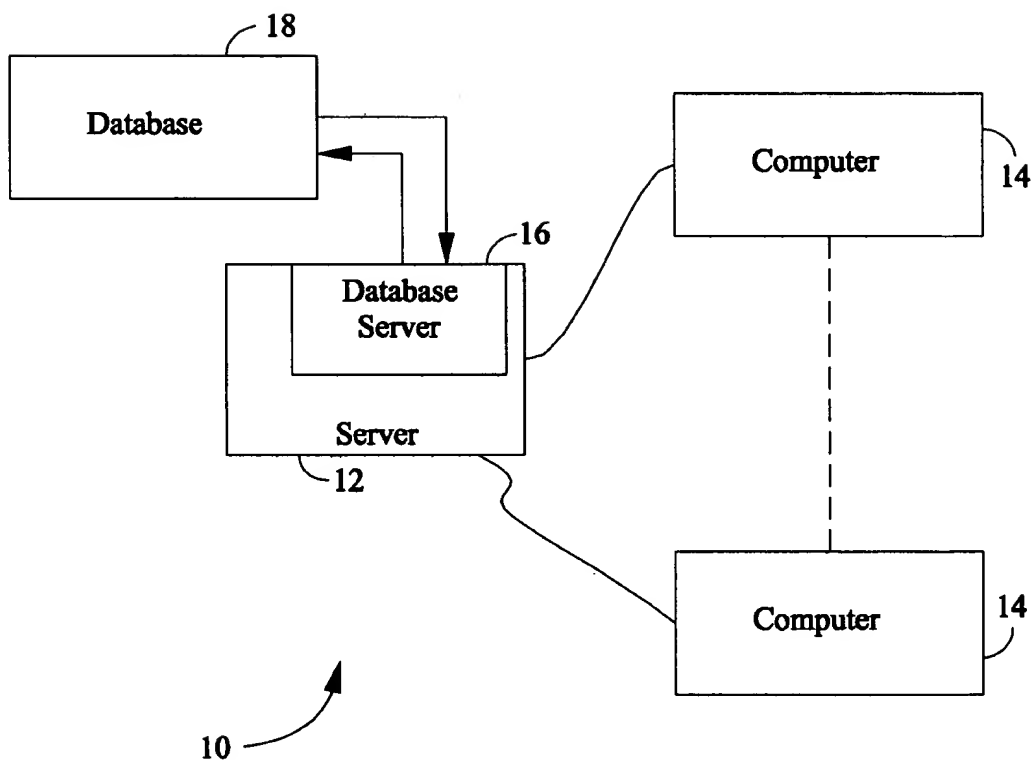


FIG. 1

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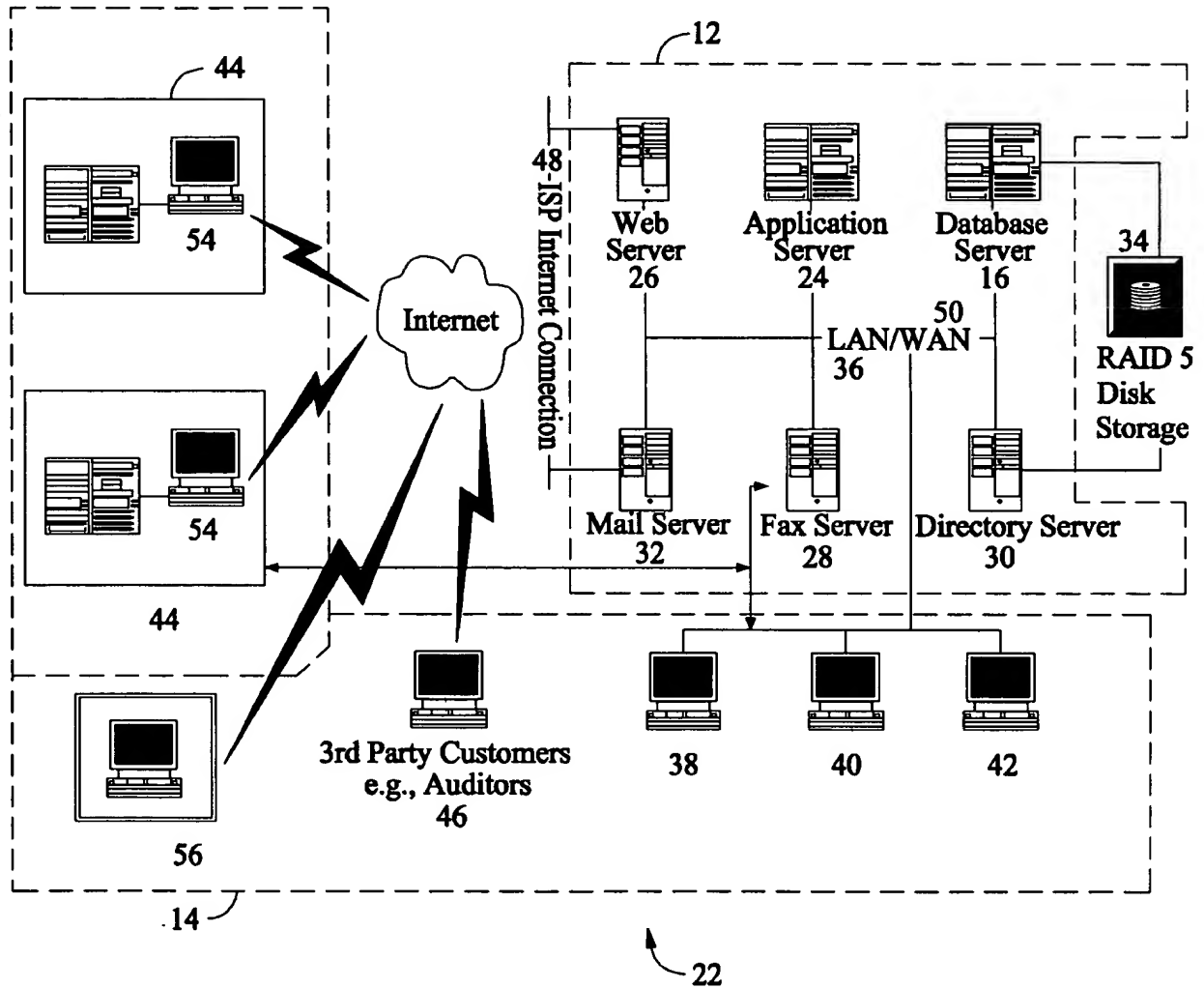
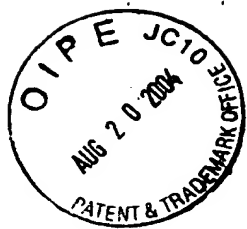


FIG. 2



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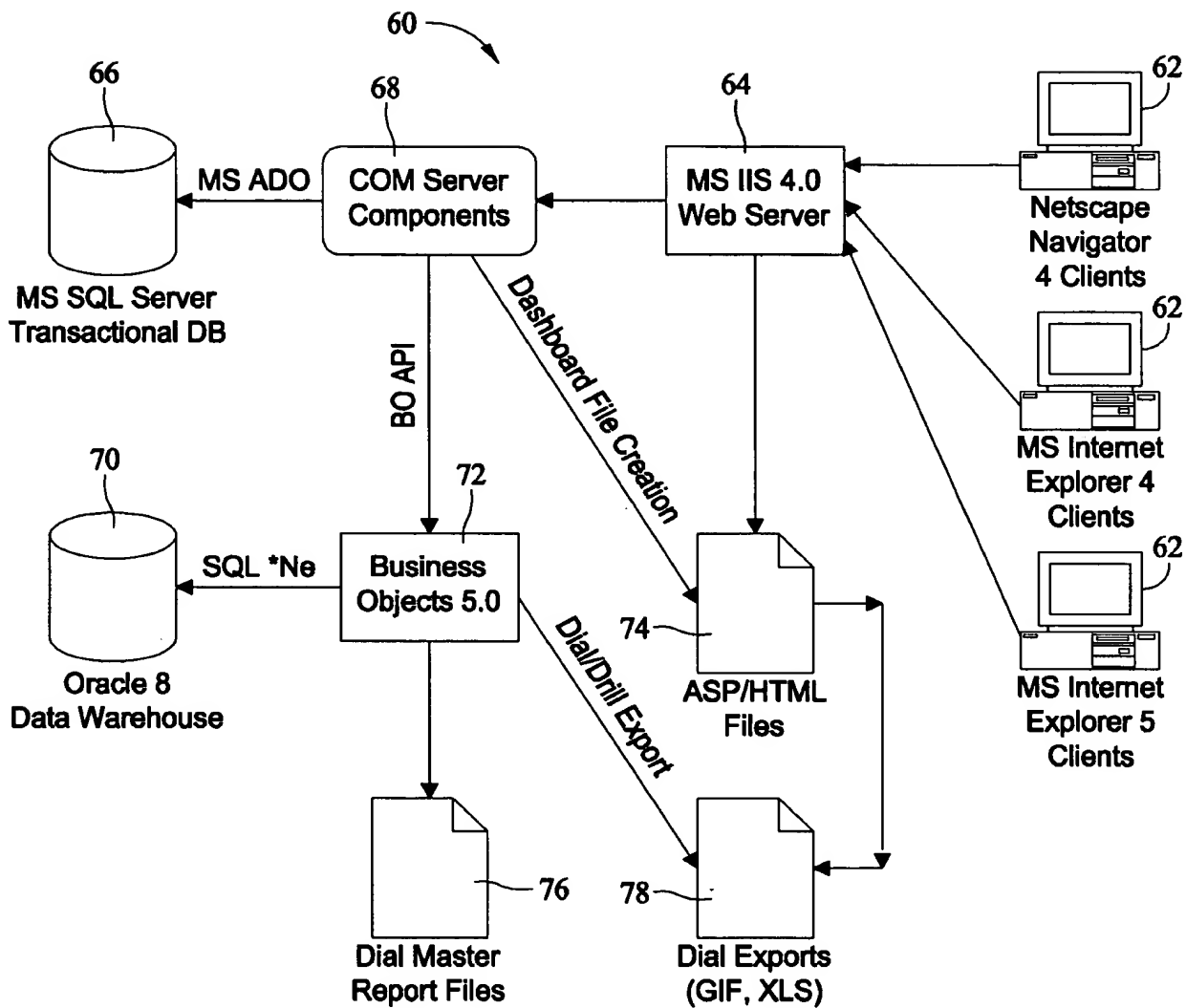
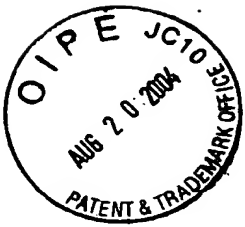


FIG. 3



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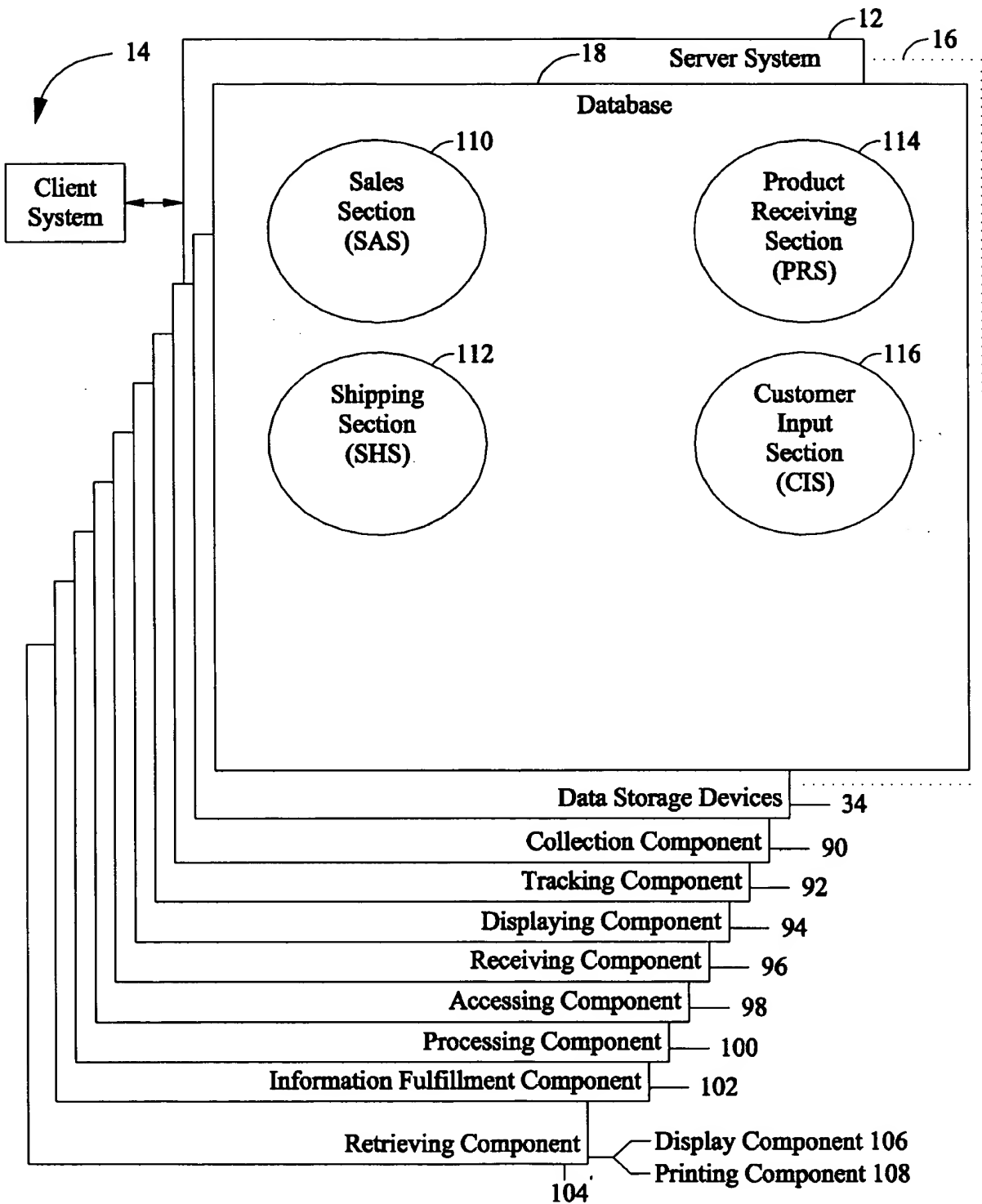
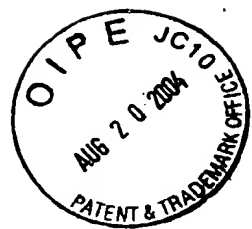


FIG. 4



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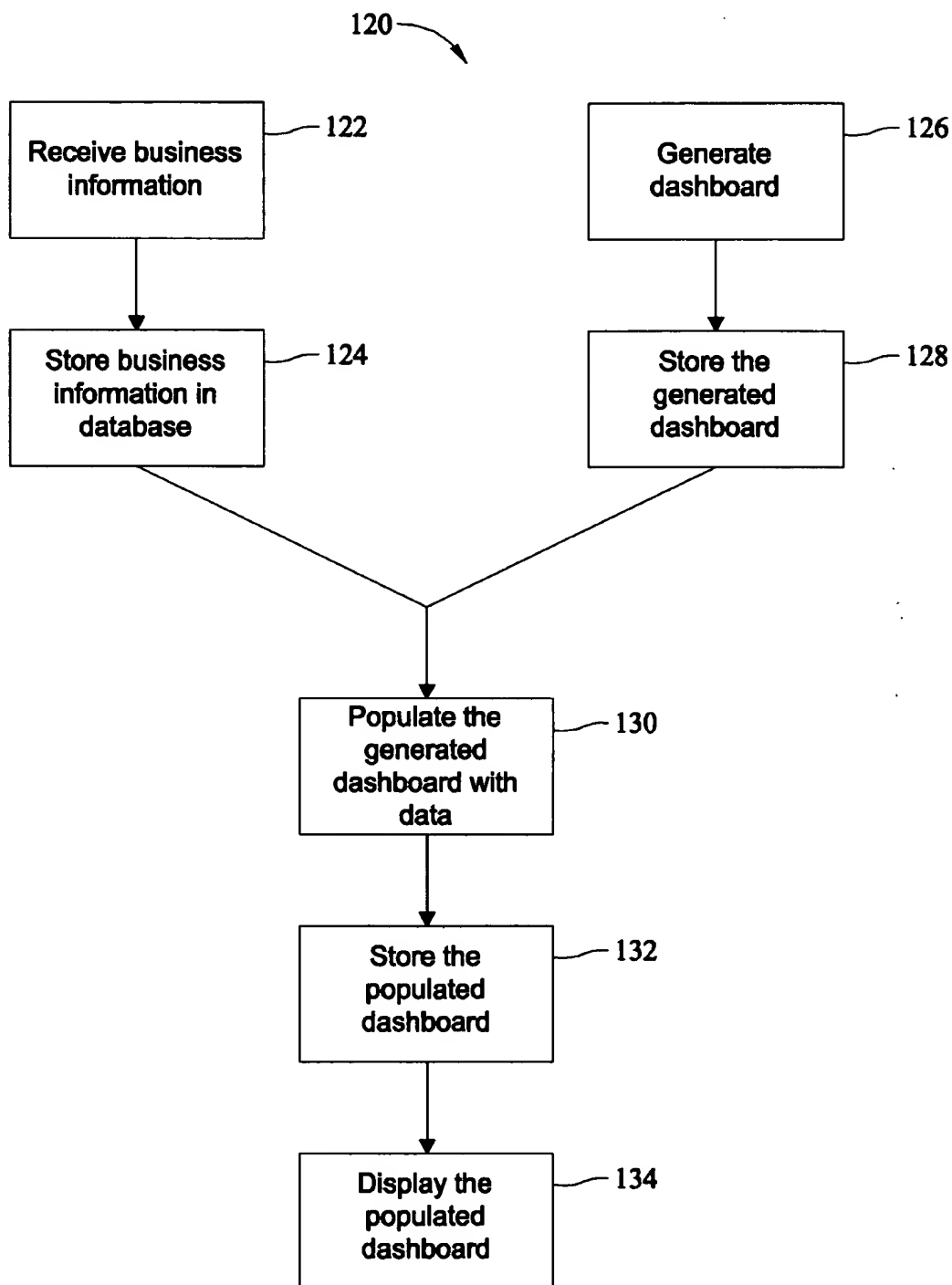
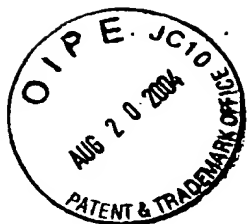


FIG. 5



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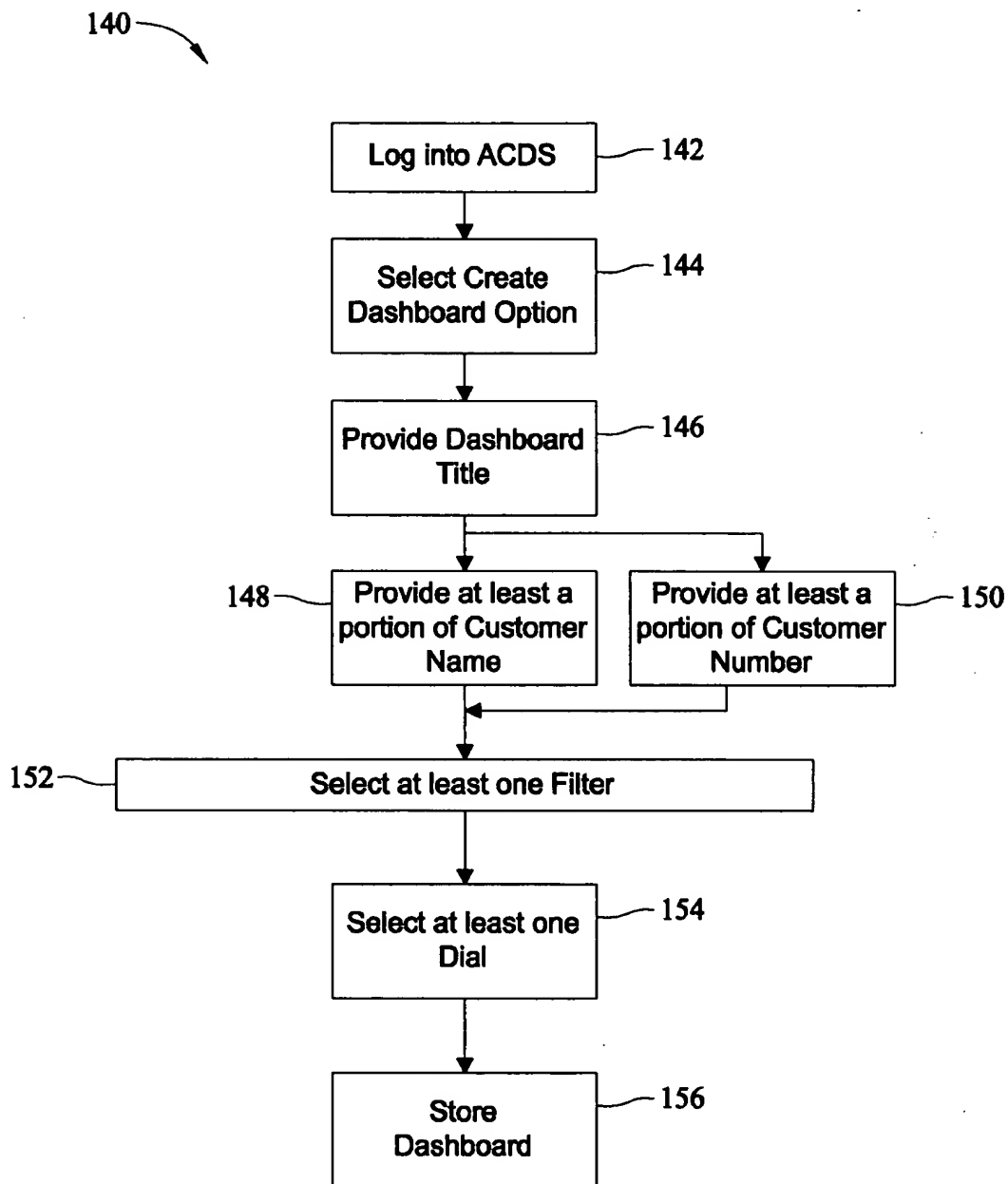
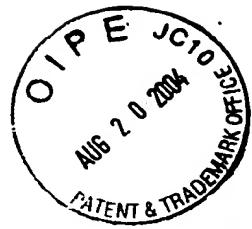


FIG. 6



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200

Automated Customer Dashboards 1.0 - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit

Address http://dashboard Go Links

Automated Customer Dashboards 1.0

Login

users who have never used the application before, Request an Account, otherwise, enter your username and password to login.
Your SMTP email address is your username.

Username: email 202

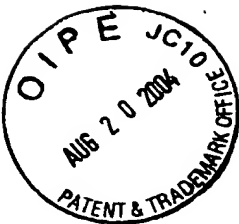
Password: *** 204 ☒ Remember Username

204

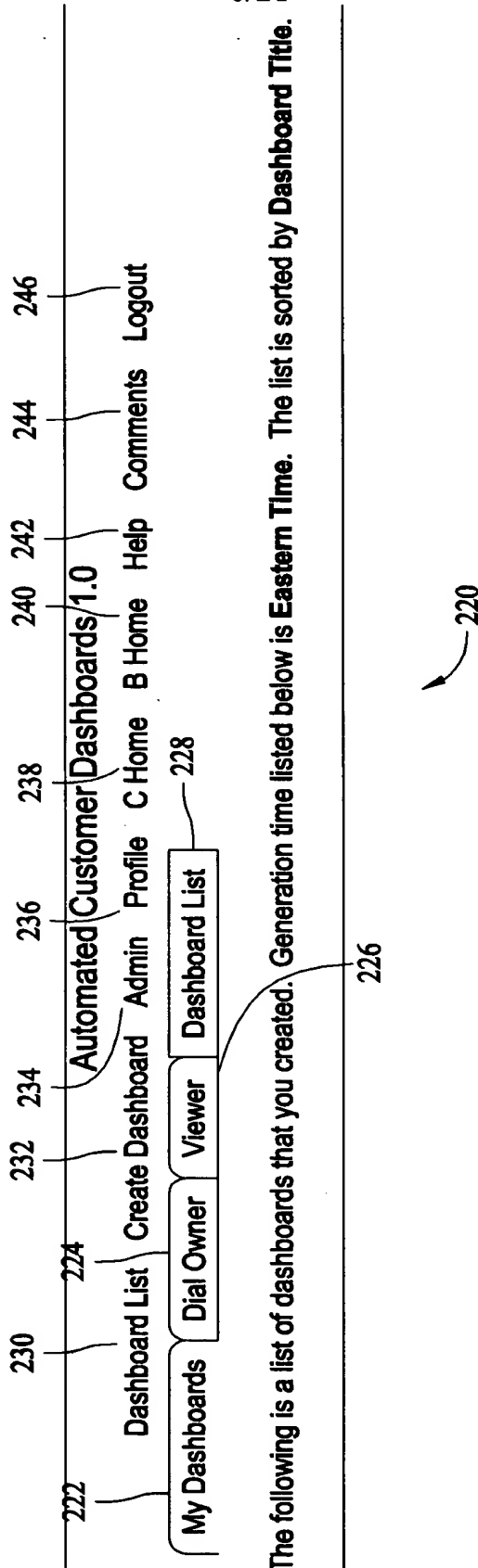
[Forgot username/password](#) | [Online Help](#) | [Send Comments](#) 208 210

Local Intranet

FIG. 7

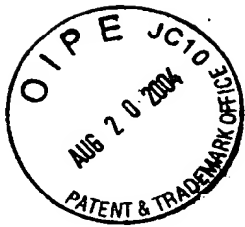


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The following is a list of dashboards that you created. Generation time listed below is Eastern Time. The list is sorted by Dashboard Title.

FIG. 8



260

Dashboard Info	Dial Info	Viewers	Preferences	Create Dashboard
----------------	-----------	---------	-------------	------------------

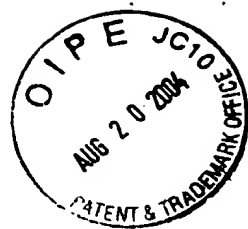
Customer Dashboard application has predefined dashboard templates that help you create your dashboard faster. These templates will have preselected dials. The templates are created for your convenience. You can change the dials on a dashboard at any time during dashboard creation or editing even if you select a template to create the dashboard. Listed below are the preselected dials for each dashboard template.

Dashboard Templates
<input type="checkbox"/> Do not want to use any template
<input type="button" value="Next >"/>

266

9/21

FIG. 9



280

Dashboard Info	Dial Info	Viewers	Preferences	Create Dashboard
----------------	-----------	---------	-------------	------------------

All the required fields are marked by *.

Dashboard Title*:

282

Enter a partial name of the customer. A list of all customers will be displayed which contain the partial customer name you enter. **If you leave the following field blank, you will not be able to select a customer number or name from the subsequent screens.** For example, if you want to create a dashboard for Crescent Electric, enter "crescent" or "CRESCENT" in the partial customer name. The search in the database based on your entry in case insensitive.

284

Partial Customer Name:

You can enter up to 5 partial customer numbers. A union of partial customer name and partial customer numbers will be used to generate the customer name and customer number choice lists.

286

Partial Customer Numbers:

Choose if you want to display the Product Family choice list on the next screen. **If you decide to view the Product Family list, it will take at least 2 minutes to build the next screen.** If you decide not to display the list, ALL will be selected from the Product Family list.

Display Product Family list: ☐ Do not display the list ☐

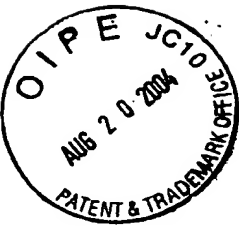
288

< Back	Next >
--------	--------

290

FIG. 10

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Dashboard Info

Dial Info

Viewers

Preferences

Create Dashboard

Customer Names and Customer Names - Numbers fields will display all the customers where the partial name you entered appears. Selecting "All" from both fields will select all the customers in the database not just the customers displayed here. You can choose multiple selections from each of the following fields by holding Ctrl key and selecting the choices.

Dashboard Title:

Customer Name:

302

All
AMEREN/CIPS
AMEREN/UE
306

Customer Name - Number:

304

All
AMEREN/CIPS - 2583701
AMEREN/CIPS - 2583769
AMEREN/CIPS - 2583774
AMEREN/CIPS - 2583753
AMEREN/CIPS - 2583729
308

Region Name - Number:

310

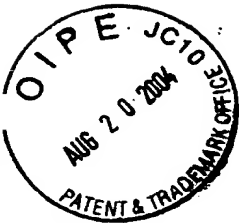
All
DE-DE
KA-KA
PE-PE
R.-R.
S.-S.
312

District Name - Number:

314

All
8-8
000-000
088-088

FIG. 11



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320

000-000
088-088
300-300
3DD-3DD

322

324

326

Business Team Code-
Product Segment-
Product Segment Code:

All
COMP-INDUSTRIAL COMPONENTS - IN
COMP-AFTER MARKET SERVICES-WS
COMP-CONTROL PRODUCTS-CP
COMP-HEAVY-DUTY SAFETY SWITCH-IS
COMP-LIGHTING PANELBOARDS-EL

Plant Name - Code:

All
I-
(EPO) - EP
7-7
ABB - DA
ACCESS EQ - Y

Product Family - Code:

All

< Back

Next >

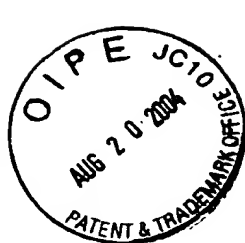
Update

328

330

332

FIG. 12



13/21

Dashboard Info **Dial Info** **Viewers** **Preferences** **Create Dashboard**

You can select up to 6 dials per dashboard. Dials on the dashboard will be displayed in the order they appear in the "Selected Dials" box. To select a dial, check the box in front of the dial. To view the operational definition of a dial, click on the dial name. All the dials are grouped in various categories.

Dashboard Title: sample

342 **Dials to Select**

1st Shipment Fill Rate - Stock Items

Standard

Exclude Single Line Items

A Items Only

A Items Only, Excluding Single Line Items

1st and 2nd Shipment Fill Rate

1st Shipment Fill Rate - Stock Unit Ship

Standard

Exclude Single Line Items

A Items Only

A Items Only, Excluding Single Line Items

346

☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

348 **Selected Dials**

General Dials - Sales Trend

350

1st Shipment Fill Rate - Stock Items - A Items Only

1st Shipment Fill Rate - Stock Items - A Items Excluding Single Line Items

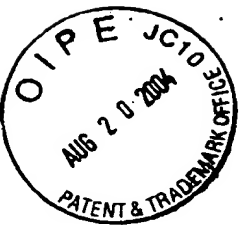
Dial Definition The number of items shipped with the 1st shipment on a completed stock requisition not including single line item requisitions or B or C class code line items.

Calculations

- All the requisitions that have more than one 'A' line items, will be used using the criteria you entered in the Dashboard Filter screen.
- For each requisition, the first ship date is calculated only using the line items where **material class code is 'A'**. If the fill rate for the first ship date is less than 10%, the next ship date for the requisition is used.
- 1st Shipment Fill rate is = Number of 'A' line items shipped on the first ship date / Total number of 'A' line items for the requisition.
- An average of all the fill rates is displayed as the fill rate for the month.

Type of Graph

FIG. 13



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Dashboard Info Dial Info Viewers Preferences Create Dashboard

For each dial selected in the previous screen, you can choose the dial owner, upper and lower spec limits. A dial owner may or may not be an application user.

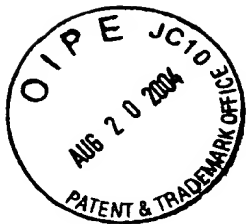
Dashboard Title: sample

Dial Name New Dial Owner Spec Limits
Enter Last Name Lower Upper

• General Dials - Sales Trend

< Back	Next >	None	None
370	368	362	364

FIG. 14



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Dashboard Info	Dial Info	Viewers	Preferences	Create Dashboard
----------------	-----------	---------	-------------	------------------

Dashboard Title: sample

You can grant viewing privileges for other users to view current dashboard. A dashboard can have any number of viewers. You can enter up to 5 viewers at a time. If you need to enter more than 5 viewers, enter 5 and submit the page. A new page will allow you to enter 5 more.

Enter New Viewers

Last Name

382

< Back	Next >
--------	--------

386 384

380

FIG. 15



Dashboard List Create Dashboard Admin Profile C Home B Home Help Comments Logout

Dashboard Info	Dial Info	Viewers	Preferences	Create Dashboard
----------------	-----------	---------	-------------	------------------

The preferences set here will be used to generate the dashboard. These preferences can be changed at any time.

Dashboard Title: sample

Dial Name	Display		
	Dial Owners	Spec Limits	Variance

General Dials - Sales Trend ☐ ☐ ☐ 402

Time Span To Generate Dashboard

☒ Always use past months of data to generate dashboard.

☐ Generate dashboard using data from to

404

400

FIG. 16

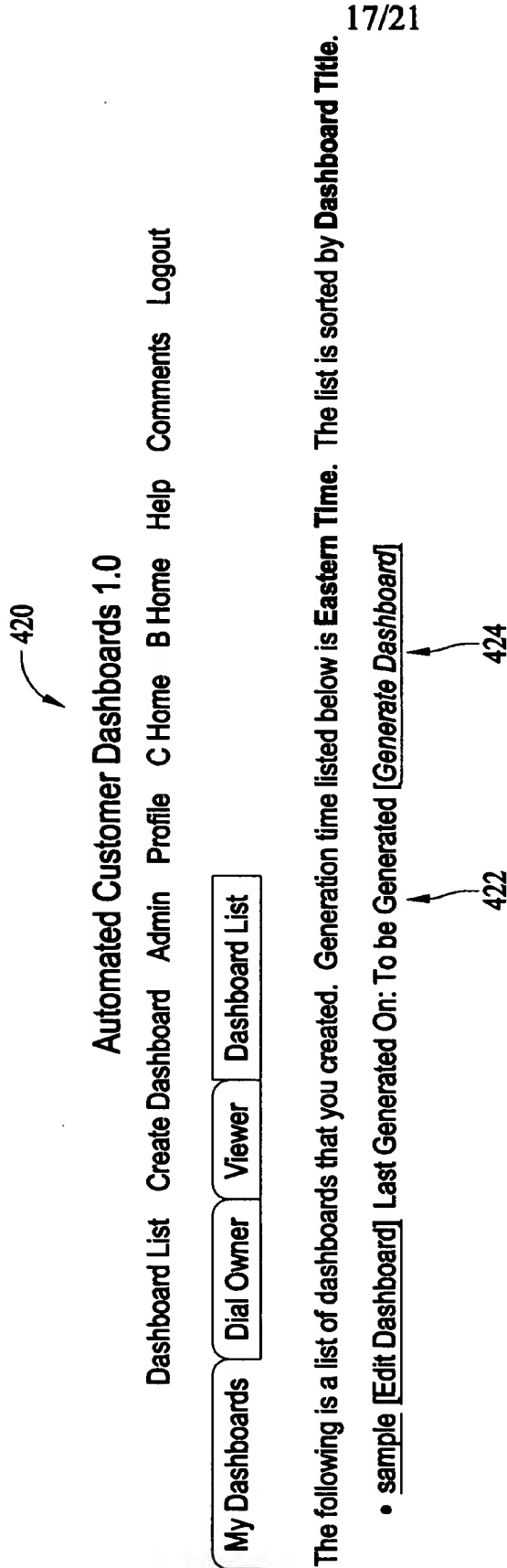
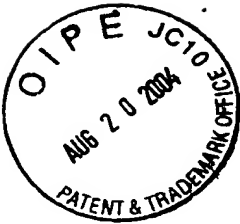
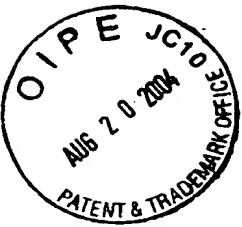


FIG. 17



440

Automated Customer Dashboards 1.0

Dashboard List Create Dashboard Admin Profile C Home B Home Help Comments Logout

My Dashboards

Dial Owner

Viewer

Dashboard List

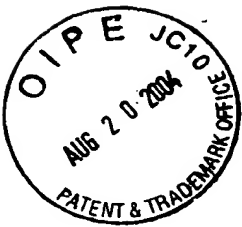
The following is a list of dashboards that you created. Generation time listed below is Eastern Time. The list is sorted by Dashboard Title.

- sample [Edit Dashboard] Last Generated On: Jan 11 2000 12:24PM [Generate Dashboard]

442

444

FIG. 18



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460

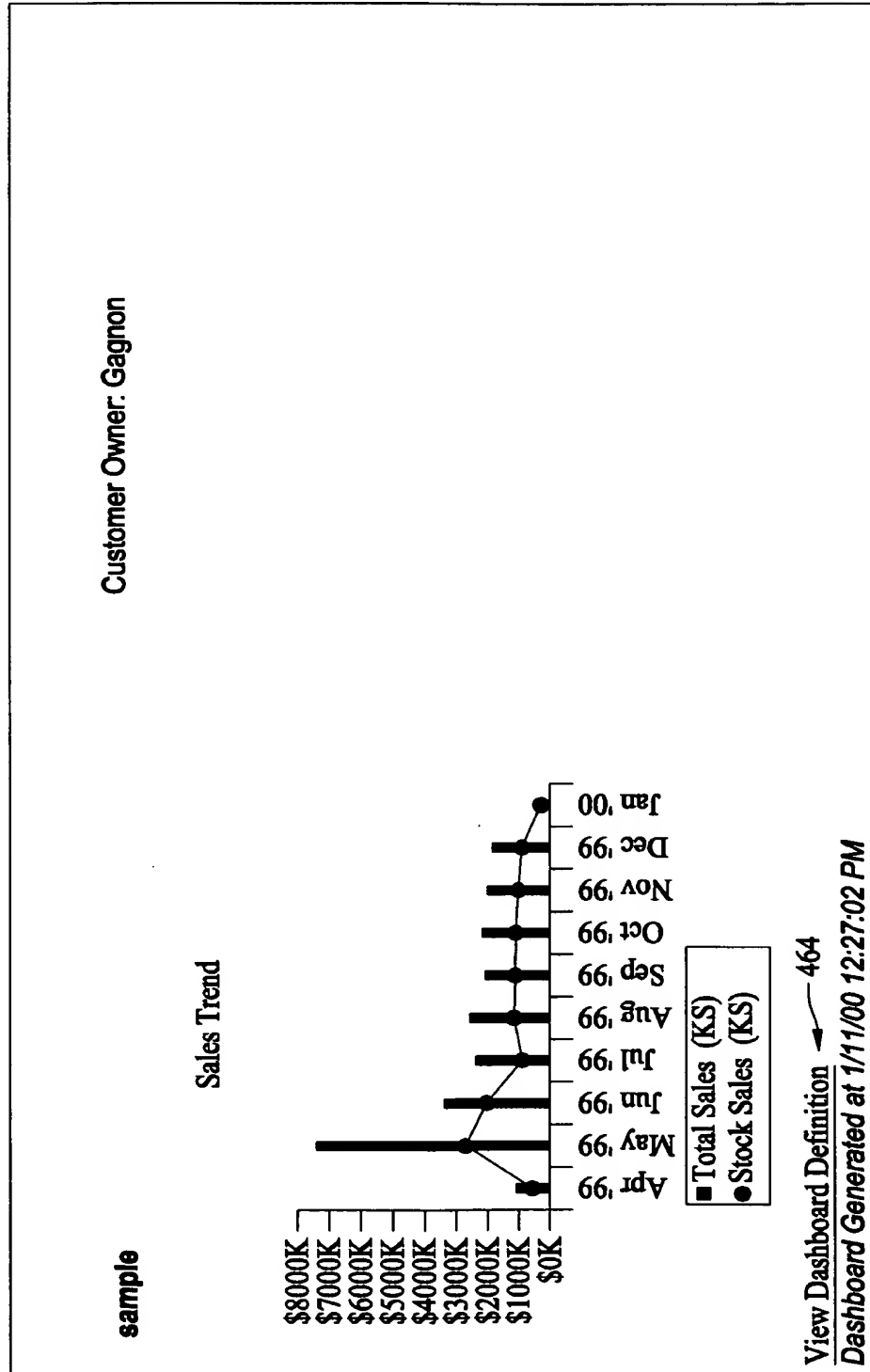
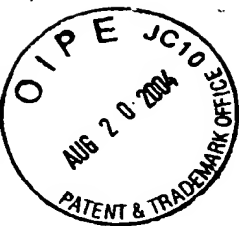


FIG. 19



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480

Automated Customer Dashboards 1.0												
Dashboard List Create Dashboard Admin Profile C Home B Home He												
A1		= Sales Trend										
A	B	C	D	E	F	G	H	I				
1 Sales Trend												
2	Requisitio	Customer	Customer	Requisitio	Region	District	Total Sales	Stock Sales				
3	3/29/99	4/5/99	2827612	CRESCEN	39610208	Central	Minneapolis	539.88	539.88			
4	3/30/99	4/5/99	2827612	CRESCEN	39610209	Central	Minneapolis	2,530.49	0			
5	3/30/99	4/5/99	2827612	CRESCEN	39610211	Central	Minneapolis	703	0			
6	3/22/99	4/5/99	2827601	CRESCEN	39613834	Central	Minneapolis	661	0			
7	3/29/99	4/5/99	2827604	CRESCEN	39834074	Central	North Cent	6,834.96	0			
8	3/30/99	4/5/99	2827640	CRESCEN	40869586	Central	St Louis	692.64	0			
9	3/30/99	4/5/99	2827640	CRESCEN	40869586	Central	St Louis	692.64	0			
10	4/1/99	4/5/99	2827605	CRESCEN	41398540	Central	Minneapolis	1,007.00	0			

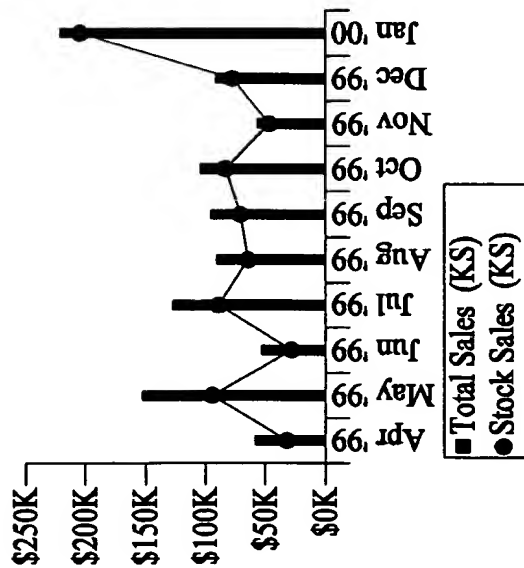
FIG. 20



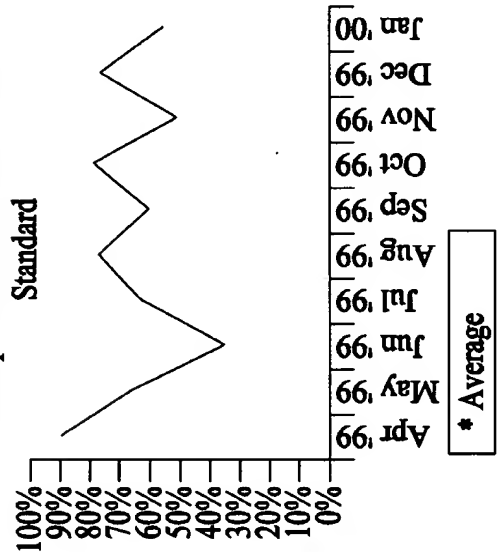
My Dashboards

Distributor Publication

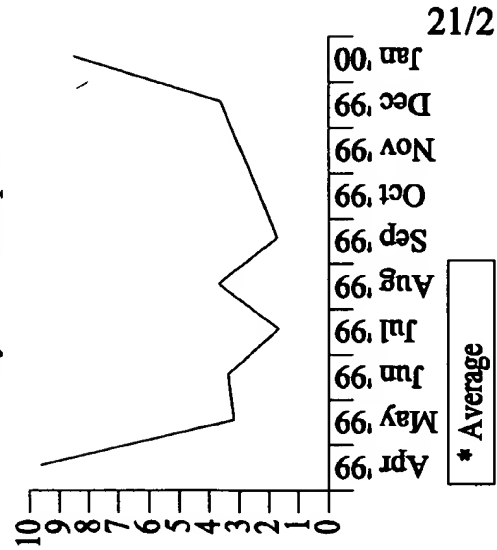
Sales Trend



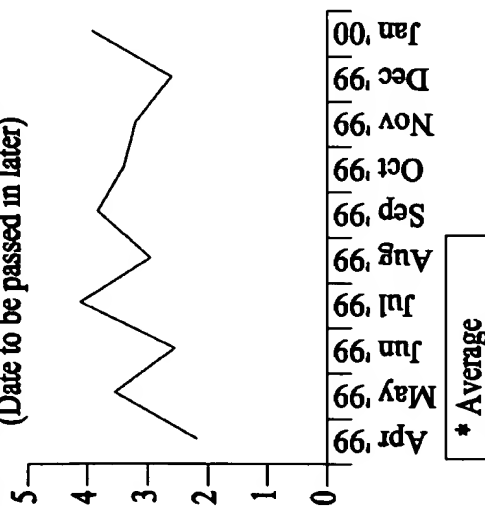
First Shipment Table - Stock Items



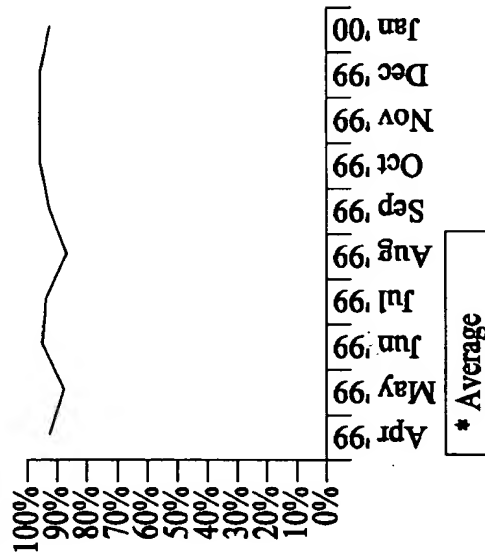
Days to First Shipment



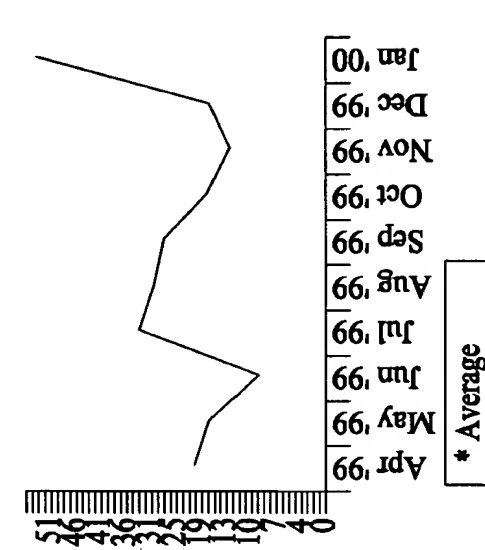
Number of Shipments Per Order - Stock Items
(Date to be passed in later)



% Lines Complete Within 18 Days - Stock Items

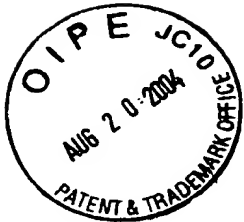


Average Days to Complete Order - Stock Items



Dashboard Generated

FIG. 21



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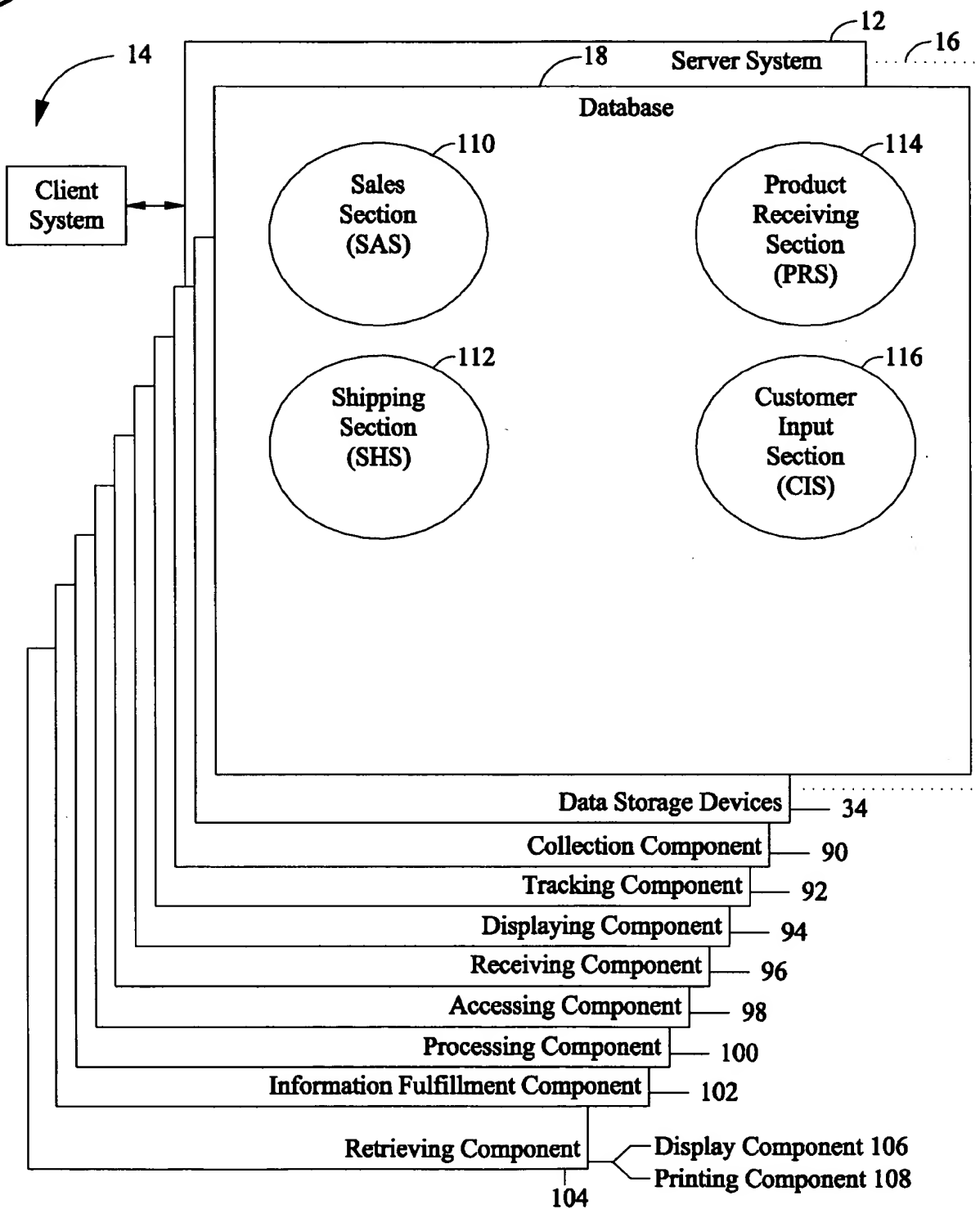


FIG. 4



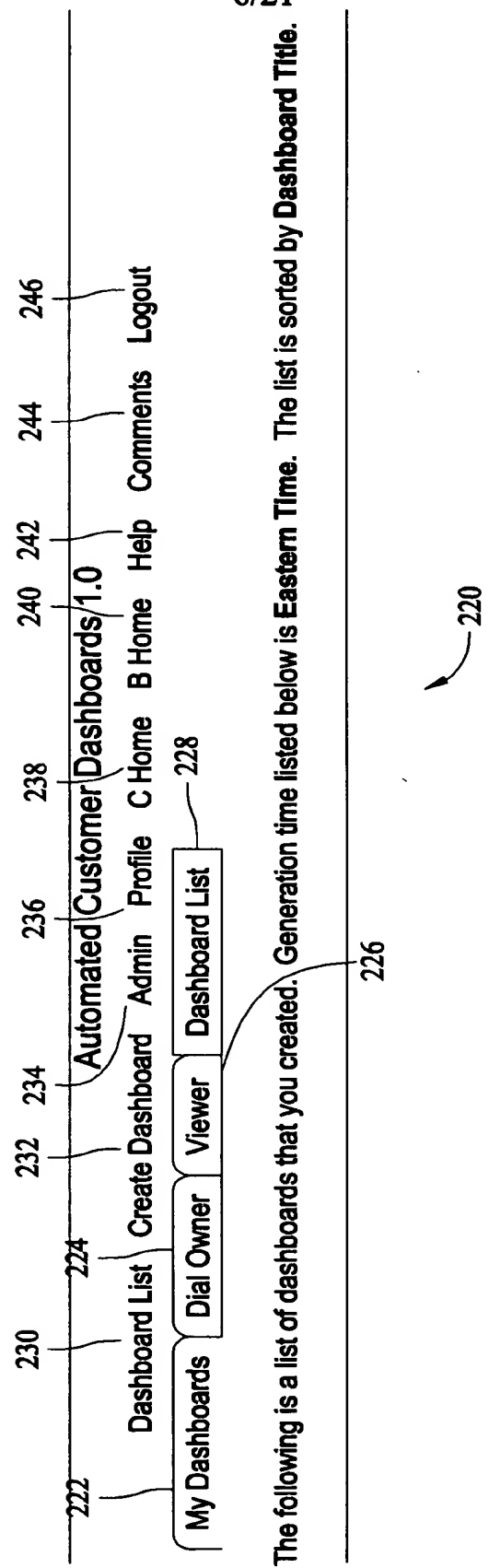
7/21

200

FIG. 7

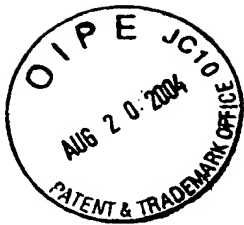


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The following is a list of dashboards that you created. Generation time listed below is Eastern Time. The list is sorted by Dashboard Title.

FIG. 8



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Dashboard List Create Dashboard Admin Profile C Home B Home Help Comments Logout

Dashboard Info	Dial Info	Viewers	Preferences	Create Dashboard
----------------	-----------	---------	-------------	------------------

The preferences set here will be used to generate the dashboard. These preferences can be changed at any time.

Dashboard Title: sample

Dial Name	Display		
	Dial Owners	Spec Limits	Variance

General Dials - Sales Trend ☐ ☐ ☐ 402

Time Span To Generate Dashboard

☒ Always use past months of data to generate dashboard.

☐ Generate dashboard using data from to

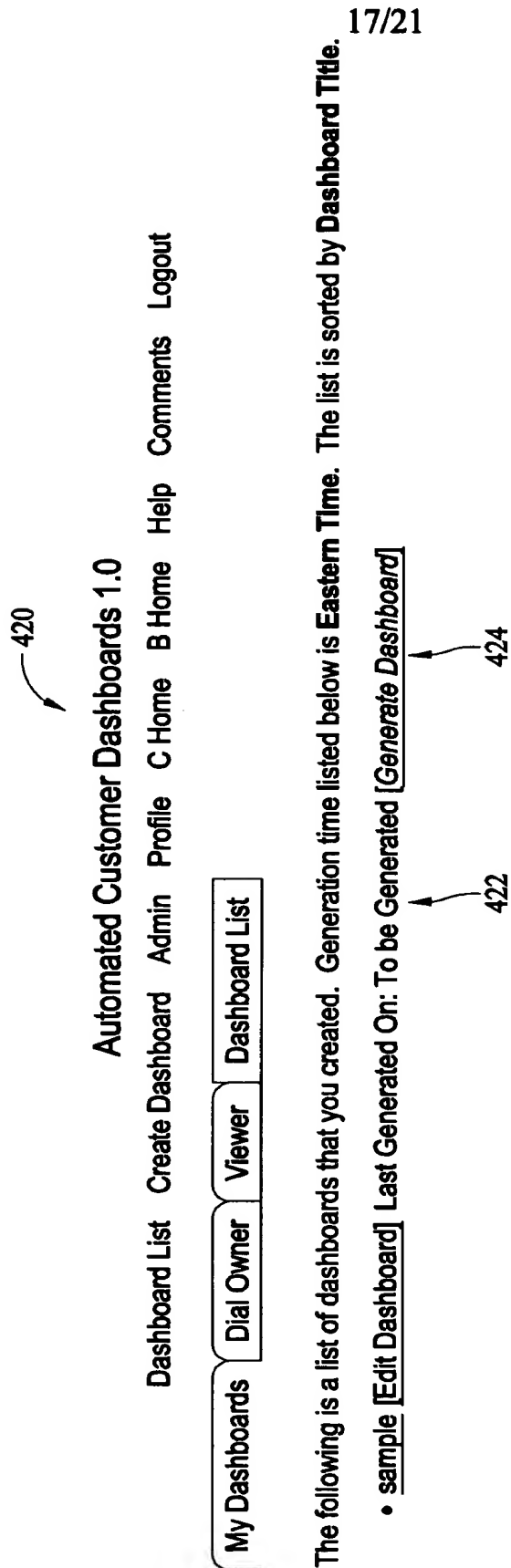
404

408

406

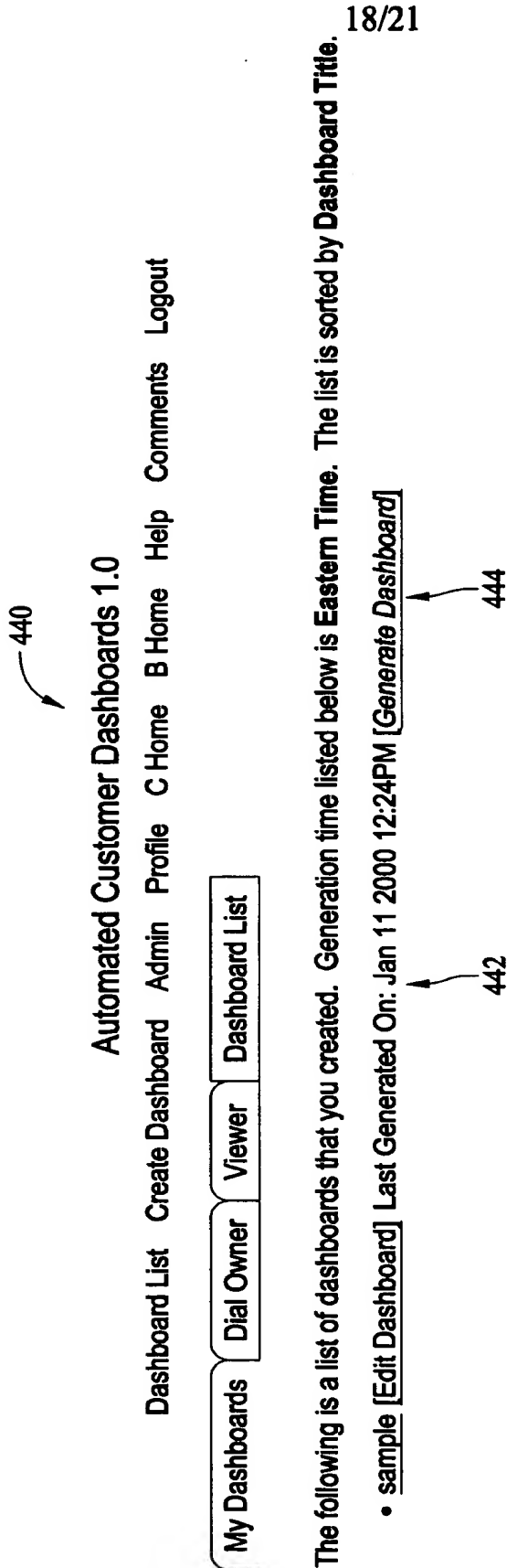
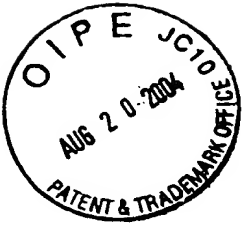
400

FIG. 16



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FIG. 17



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FIG. 18



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460

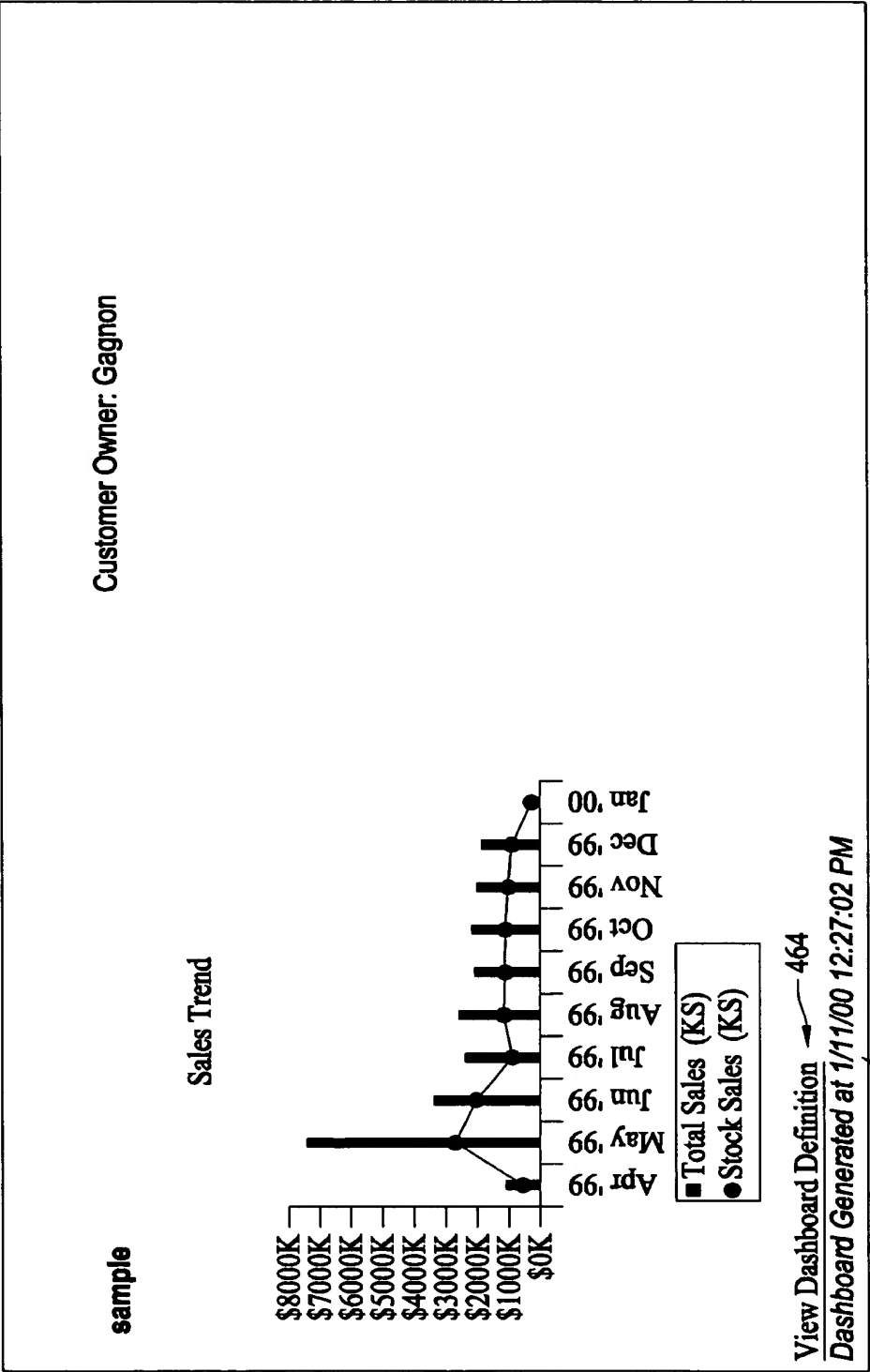


FIG. 19

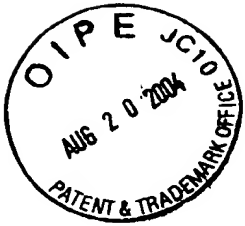


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480

Automated Customer Dashboards 1.0												
Dashboard List Create Dashboard Admin Profile C Home B Home He												
A1												
Sales Trend												
A	B	C	D	E	F	G	H	I				
1	Sales Trend											
2	Requisitio	Requisitio	Customer	Customer	Requisitio	Region	District	Total Sales	Stock Sales			
3	3/29/99	4/5/99	2827612	CRESCEN	39610208	Central	Minneapolis	539.88	539.88			
4	3/30/99	4/5/99	2827612	CRESCEN	39610209	Central	Minneapolis	2,530.49	0			
5	3/30/99	4/5/99	2827612	CRESCEN	39610211	Central	Minneapolis	703	0			
6	3/22/99	4/5/99	2827601	CRESCEN	39613834	Central	Minneapolis	661	0			
7	3/29/99	4/5/99	2827604	CRESCEN	39834074	Central	North Cent	6,834.96	0			
8	3/30/99	4/5/99	2827640	CRESCEN	40869586	Central	St Louis	692.64	0			
9	3/30/99	4/5/99	2827640	CRESCEN	40869586	Central	St Louis	692.64	0			
10	4/1/99	4/5/99	2827605	CRESCEN	41398540	Central	Minneapolis	1,007.00	0			

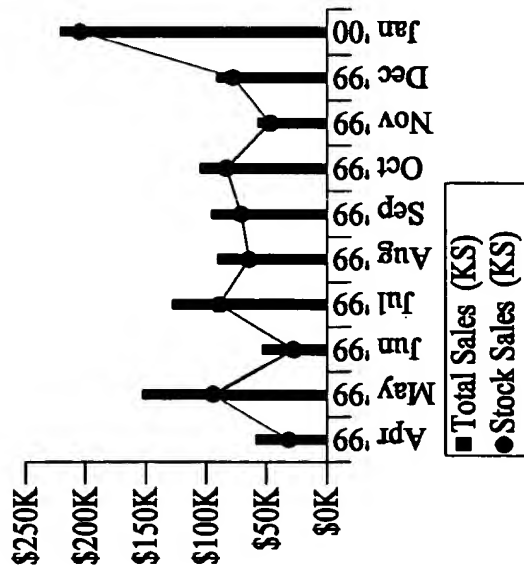
FIG. 20



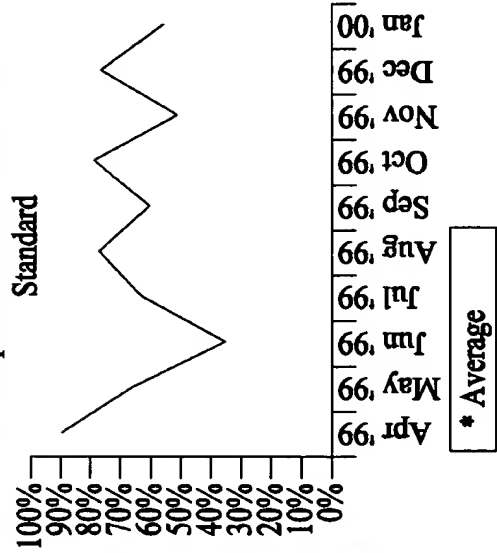
My Dashboards

Distributor Publication

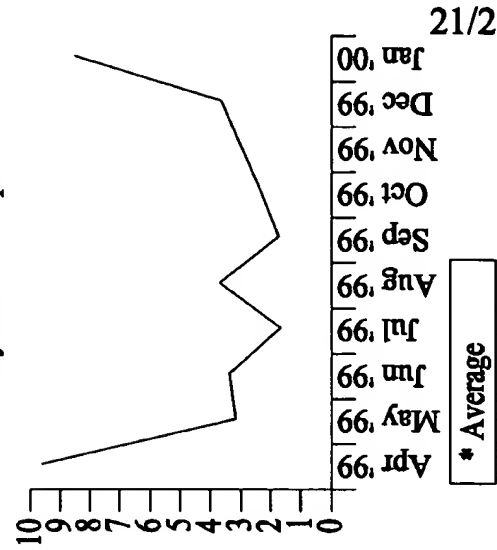
Sales Trend



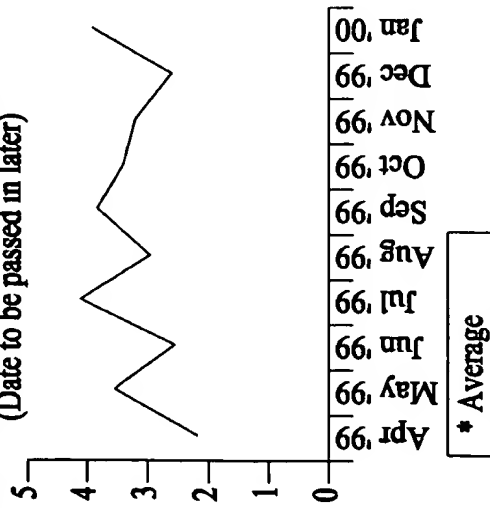
First Shipment Table - Stock Items



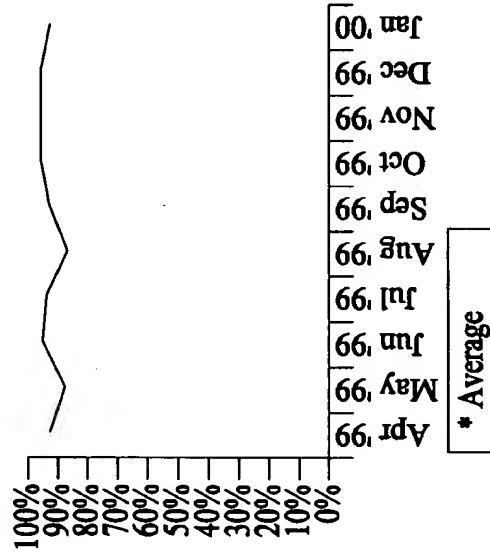
Days to First Shipment



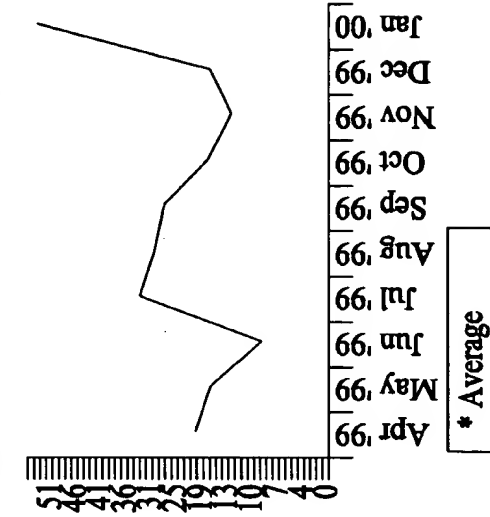
Number of Shipments Per Order - Stock Items
(Date to be passed in later)



% Lines Complete Within 18 Days - Stock Items



Average Days to Complete Order - Stock Items



Dashboard Generated

FIG. 21